

To: 2210 - Atlanta ROU, Davern, Kevin, 2110 - Winston-Salem ROU, 1710 - Pittsburgh ROU, Taylor, D A., Huff, C, Cobb, Roger, Anaya, Monee, Brock, Kent G., Berrier, R D., Wagner, Todd, Schwalm, S, Riley, Jim E., Sassano, Kim, Thoensen, David, Letourne, Paul, 1810 - Cincinnati ROU (WEBSTES), 6610 - Denver ROU, 6210 - Chicago ROU, 2610 - Dallas ROU, 6710 - Detroit ROU, 5110 - N. California ROU (MORRISL), 6910 - St. Louis ROU (PETERSA), Birlin, Joseph, 1210 - New York ROU (ALVICH), 5810 - Houston ROU (HOWARDC), 6310 - Minneapolis ROU (OBERGM), 5610 - Seattle ROU (SCOTTS), 5410 - S. California ROU (PECKHAK), 1310 - Philadelphia ROU (METZG), 1110 - Boston ROU (PROVENL), 2310 - S. Florida ROU (FINKLEP), 1610 - Buffalo ROU (BRZEZIE), 2910 - Richmond ROU (COLEMAF)
DDA:MSMAIL=RJRWS/RJRPO1/ALLENR; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/MAGUIRJ; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/STOCKDB; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/SULLIVT; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO2/GRAMLED1; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/1000; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/2000; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/5000; O=RJREM; P=WSX400; A=RJR; C=US
DDA:MSMAIL=RJRWS/RJRPO4/6000; O=RJREM; P=WSX400; A=RJR; C=US

From: Washburn, M

Posted: 8/9/96 14:29

Opened: 8/12/96 14:29

Subject: WAL*MART BUYDOWN PROGRAM-AUG/OCT 96

ROM'S: PLEASE ADVISE YOUR PEOPLE OF DETAILS ATTACHED, INCLUDING RSM'S.

TOM & DAVID: ANTICIPATE EXTRA ORDERS FOR MCLANE DIVISIONS, WEEK OF 8/12/96
COULD BE 10-20% ON CORE ITEMS FIRST WEEK..

MCLANE MGRS ADVISE YOUR DIVISION VP-MERCHANDISING OF PROGRAM, SUPPORT THIS
GIVES TO INSIDE PARTNERS.

CALL IF QUESTIONS AFTER AUGUST 19.

MARTY

51847 8703